

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 NEAE-00 EB-07 COME-00 OMB-01 TRSE-00

CIAE-00 INR-07 NSAE-00 SS-15 SP-02 PRS-01 PA-01

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E.O. 11652: N/A

TAGS: PFOR, IS, JO, US

SUBJECT: ALLEGED STATEMENTS BY CONGEN COMMERCIAL OFFICER

REF: JERUSALEM 0701; JERUSALEM 0702

FOLLOWING IS MORE DETAILED ACCOUNT OF NASTOFF PRESENTATION
WHICH MAY BE OF USE IF DEPT RECEIVES QUERIES:

A. TRADE OPPORTUNITY PROGRAM: HE EXPLAINED THAT THIS WAS
COMPUTERIZED LOCATOR SERVICE WHICH PLACED LOCAL INTERSTED
PARTIES -- THOSE SEEKING TO PURCHASE CERTAIN ITEMS AND/OR
TO BECOME REPRESENTATIVES OF FIRMS MANUFACTURING DESIRED ITEMS
-- IN TOUCH WITH THE APPROPRIATE U.S. FIRMS. HE EXPLAINED
MECHANICS OF PROGRAM, INDICATING THAT INTERESTED AMERICAN
FIRMS WOULD REPLY TO INTERESTED PARTY. NASTOFF ALSO EXPLAINED
THAT THIS PROGRAM DID NOT OBTAIN NEED TO OBTAIN IMPORT
LICENSES, OR ANY OTHER FORMALITIES REQUIRED BY GOVERNMENT OF
ISRAEL. IN RESPONSE TO QUERIES REGARDING AMERICAN REPRESENTATIVES
IN ISRAEL AND JORDAN, NASTOFF SAID THAT LOCAL FIRMS COULD
APPLY TO U.S. FIRM FOR REPRESENTATION FOR WEST BANK AREA. IF
AMERICAN FIRM SO CHOSE, IT COULD GRANT SUCH REPRESENTATION TO
LOCAL PARTY. (FYI: GENERAL FOODS HAS ALREADY DONE SO WITH
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DISTRIBUTOR IN NABLUS WHO IMPORTS HIS PRODUCTS THROUGH HAIFA.)

B. FOREIGN TRADERS INDEX. NASTOFF EXPLAINED MECHANICS OF THIS SERVICE. IN RESPONSE TO COMMENTS THAT LOCAL EXPORTERS AND MANUFACTURERS DID NOT HAVE ANY MEANS OF MAKING THEIR PRODUCTS KNOWN IN U.S., HE SUGGESTED THEY MIGHT CONSIDER OBTAINING THEIR OWN REPRESENTATIVES IN THE STATES -- AS SOME BETHLEHEM EXPORTERS DO -- OR HIRE AN ADVERTISING-PUBLIC RELATIONS FIRM. HE MADE IT CLEAR THAT THOSE INTERESTED SHOULD DO SO INDEPENDENTLY RATHER THAN THROUGH ANY WEST BANK BUSINESS-COMMERCE ASSOCIATION AS WAS SUGGESTED BY A MEMBER OF THE CHAMBER.

C. VOA PROGRAM: NEW PRODUCTS - USA. NASTOFF CALLED ATTENTION TO VOA PROGRAM AND AGREED TO PROVIDE A COPY OF THE PROGRAM SCHEDULE.

D. TRADE FAIRS: NASTOFF SPOKE BRIEFLY ON THE TRADE FAIRS HELD IN U.S., AND EMPHASIZED THREE (HARDWARE, NATIONAL BUILDING AND TRANSWORLD HOUSEWARE SHOWS) THAT MIGHT BE OF INTEREST TO LOCAL PARTIES. HE ALSO SAID HE WOULD ASSIST IN COORDINATING THEIR TRAVEL AND HOTEL ARRANGEMENTS.

E. INDUSTRIAL DEVELOPMENT: FOR THOSE PARTIES WHO ARE INTERESTED IN LARGER MANUFACTURING ENTERPRISES, NASTOFF SUGGESTED THEY MIGHT CONSIDER POSSIBILITY OF OBTAINING ASSISTANCE THROUGH INTERESTED AMERICAN FIRMS AND IMPORT-EXPORT BANK. THIS APPROACH WOULD ENABLE THEM TO OBTAIN EXTERNAL FINANCING, TECHNICAL KNOW-HOW, AND NECESSARY PERMITS AND LICENSES. HE ALSO RECOMMENDED THAT ANY LARGE-SCALE ENTERPRISE BE CENTERED AROUND AVAILABILITY OF LOCAL RESOURCES, EXTENT OF LOCAL MARKET, AND POTENTIAL OF FOREIGN MARKET.

F. AT NO TIME DID NASTOFF INDICATE THAT USG CONSIDERED WEST BANK SPECIAL COMMERCIAL AREA OR THAT HE ANTICIPATED WEST BANK WOULD SOON BE INDEPENDENT. HE DID, HOWEVER, VOICE HOPE THAT PEACEFUL, JUST SOLUTION TO MIDDLE EAST PROBLEM WOULD TAKE PLACE.
DAY

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